

Message Text

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21

ACTION EA-09

INFO OCT-01 ISO-00 EB-07 /017 W
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R 090822Z JAN 76
FM AMEMBASSY TOKYO
TO USDOC WASHDC
INFO SECSTATE WASHDC 5967

UNCLAS TOKYO 0340

FOR OIM/WELCH

E.O. 11652: N/A
TAGS: BEXP, JA
SUBJECT: CLARIFICATION OF MARKET STATUS - TC MARCH COMPUTER
'76 EXHIBITION

1. REQUEST OIM CLARIFY MARKET STATUS FOR CALCOMP AND DIGITAL EQUIPMENT CORP; (A) CALCOMP - TC IS RECRUITING PARTICIPATION WITH CALCOMP PACIFIC INC AS OTM. KEIJI KANAI, MKTG MGR, CALCOMP PACIFIC, SUBMITTED FOLLOWING CABLE FROM PRINCIPAL JAN 9: ROWE, CALCOMP ANAHEIM TO KANAI "SORRY FOR DELAY IN RESPONSE BUT WAS ATTEMPTING TO GET AGREEMENT FROM DEPT OF COMMERCE THAT PRICE WOULD BE DLR 900 INSTEAD OF DLR 2,000. I WILL EXPLAIN DETAILS OF THIS IN MEMO. YOU SHOULD CONTACT TC AND SIGN ALL DOCUMENTS IN JAPAN AND PAY DLR 900 TO TC IN JAPAN WHICH CAN BE DONE IN YEN. IF THERE ARE QUESTIONS DLR 900 PRICE TELL THEM IT WAS AGREED BY JOHN WOLF OF DEPT OF COMMERCE."
(B) DIGITAL EQUIPMENT CORP - DEC JAPAN SUBMITTED DOCUMENTS AS NTM, HOWEVER, TC ORIGINALLY THOUGHT DEC OTM. JIRO ABE, MARKETING/PR MGR, DEC JAPAN, SUBMITTED LTR DEC 24 TC, EXPLAINING THAT THEY ARE NTM BECAUSE OF NEW PRODUCTS AIMED AT NEW COMMERCIAL SECTOR TO BE INTRODUCED AT THIS SHOW.

2. TC, OF COURSE, WOULD LIKE TO ACCEPT BOTH FIRMS AS NTM. HOWEVER, REQUEST CLARIFICATION NTM PRESENT CONDITIONS OF PARTICIPATION SINCE BOTH HAVE SOLID DISTRIBUTION/SALES REPRESENTATION IN JAPAN MORE THAN YEAR OLD. TC INTERPRETS NTM DEFINITION AS COMPANY NOT SUCCESSFULLY MARKETING PRODUCT LINE
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WITHIN TWELVE MONTH PERIOD IMMEDIATELY PRECEDING SIGNING

OF PA, OR, REPEAT OR, IS UNDERPRESENTED OR HAS INACTIVE
REPRESENTATIVE IN JAPAN. PLEASE ADVISE ASAP.
HODGSON

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NNN

Message Attributes

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